

Message Text

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PAGE 01 STATE 070911
ORIGIN COM-04

INFO OCT-01 NEA-10 ISO-00 EB-08 /023 R

DRAFTED BY COM/BIC/CAGNE/CLOUSTAUNAU
APPROVED BY EB/OCA/CD:WERAU
COM/BIC/CAGNE/PHALE
COM/BIC/CAGNE/DTENNEY
STATE/NEA/ARP/JLYLE
NEA/RA:DMORRISON (INFO)

-----011835Z 013023 /46

R 310132Z MAR 77
FM SECSTATE WASHDC
TO AMEMBASSY ABU DHABI

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E.O. 11652: N/A

TAGS: BENC, TC

SUBJECT:U.S. COMPANY'S BID ON ABU DHABI STEEL WORKS
EXPANSION

1. FOR EMBASSY'S USE, USDOC/CAGNE IS AIRPOUCHING COPY OF ARTHUR G. MCKEE PROPOSAL TO THE PERMANENT COMMITTEE OF PROJECTS, ABU DHABI MINISTRY OF PLANNING, FOR FEASIBILITY STUDY AND PROJECT MANAGEMENT FOR EXPANSION OF ABU DHABI STEEL WORKS. ALSO INCLUDED IS COPY OF LETTER FROM DR. SHAFIQ HAFIZ, ABU DHABI DEPARTMENT OF PETROLEUM, INVITING MCKEE TO SUBMIT PROPOSAL. MCKEE HAS SENT ORIGINAL PROPOSAL TO LONDON FOR DELIVERY IN ABU DHABI BY MARCH 30 DEADLINE.

2. ACCORDING TO COMPANY, MCKEE IS ONLY U.S. FIRM INVITED TO BID ON PROJECT. OTHER COMPANIES INVITED ARE: HATCH ASSOCIATES AND FERCO ENGINEERS (CANADA); MOTOR COLUMBUS
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(SWITZERLAND); MANDERSTAN AND PARTNERS AND DAVY ASHMORE (UK); NIPPON KOKAN AND KOBE STEEL (JAPAN); FERROSTAHL AND THYSSEN RHEINSTAHL (WEST GERMANY).

3. CONTRACT OF THIS NATURE IN GULF STATES, PARTICULARLY FEASIBILITY STUDY, HAS TRADITIONALLY GONE TO NON-U.S. COMPANY. SEVERAL U.S. FIRMS, INCLUDING MCKEE, HAVE

EXPRESSED OPINION THAT OTHER COMPANIES CAN AFFORD TO "THROW

AWAY" THESE CONTRACTS (I.E. CHARGE MINIMAL PRICE BECAUSE THEY RECEIVE FINANCIAL BACKING FROM THEIR GOVERNMENTS) IN ORDER TO GET FOOT IN DOOR ON MUCH MORE PROFITABLE ENGINEERING/CONSTRUCTION/EQUIPMENT SUPPLY PHASES OF PROJECTS. CONTRACTS ARE WON BECAUSE OF VERY LOW PRICE.

4. REQUEST EMBASSY TAKE APPROPRIATE ACTION TO ASSURE THAT MCKEE'S PROPOSAL RECEIVES THOROUGH CONSIDERATION ON BASIS OF ITS TECHNICAL CAPABILITIES AS WELL AS PRICE. PLEASE REPORT RESULTS OF APPROACHES MADE AND/OR DISCUSSIONS WITH APPROPRIATE AUTHORITIES.
CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 31-Mar-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE070911
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/CAGNE/CLOUSTAUNAU
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770113-0313
Format: TEL
From: STATE
Handling Restrictions: n/a
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ISecure: 1
Legacy Key: link1977/newtext/t1977032/aaaaabgs.tel
Line Count: 76
Litigation Code IDs:
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Litigation History:
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Message ID: 4119d0b1-c288-dd11-92da-001cc4696bcc
Office: ORIGIN COM
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 23-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2989039
Secure: OPEN
Status: NATIVE
Subject: U.S. COMPANY'S BID ON ABU DHABI STEEL WORKS EXPANSION
TAGS: BENC, TC
To: ABU DHABI
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/4119d0b1-c288-dd11-92da-001cc4696bcc
Review Markings:
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